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getting to yes negotiating pdf -

Sat, 13 Oct 2018 20:33:00 GMT - Getting to Yes: Negotiating Agreement Without Giving In is a best-selling 1981 non-fiction book by Roger Fisher and William L. Ury. Subsequent editions in 1991 and 2011 added Bruce Patton as co-author. All of the authors were members of the Harvard Negotiation Project. The book made appearances for years on the Business Week bestseller list. The book suggests a method called principled ...

Getting to Yes - Wikipedia -

Wed, 10 Oct 2018 20:01:00 GMT - In this article, I draw on my work on cross-cultural management to identify five rules of thumb for negotiating with someone whose cultural style of communication differs from yours.

Getting to Si, Ja, Oui, Hai, and Da - hbr.org -

Wed, 10 Oct 2018 01:24:00 GMT - Getting a raise is the best way to make more money. It's true! A one-time salary increase could be worth hundreds of thousands of dollars over your lifetime.

The Ultimate Guide to Asking for a Raise and Boosting Your ... -

Fri, 01 Aug 2014 02:33:00 GMT - Integrative negotiation is also called interest-based, merit-based, or principled negotiation. It is a set of techniques that attempts to improve the quality and likelihood of negotiated agreement by taking advantage of the fact that different parties often value various outcomes differently.

Negotiation - Wikipedia -

Sat, 24 Mar 2018 10:36:00 GMT - Each of the coauthors of Getting to Yes addressed particular aspects of emotion in subsequent books. (See the sidebar "Further Reading.")